

January 13, 1987

TO ALL SALESMEN

Gentlemen:

We are listing the years from 1935 through 1987, and opposite each year you will find the first shop number for the year. These are approximate:

<u>YEAR</u>	<u>SHOP NUMBER</u>	<u>YEAR</u>	<u>SHOP NUMBER</u>
1935	23300	1963	242185
1936	27300	1964	253703
1937	30500	1965	265648
1938	35309	1966	277217
1939	39850	1967	287455
1940	43600	1968	297843
1941	48140	1969	308300
1942	54000	1970	319152
1943	56100	1971	329600
1944	59500	1972	340500
1945	65700	1973	350781
1946	70760	1974	361975
1947	77206	1975	371600
1948	84700	1976	382000
1949	92500	1977	391360
1950	98460	1978	402900
1951	108200	1979	415535
1952	116170	1980	431400
1953	125000	1981	443939 800000
1954	133990	1982	456000 802900
1955	144600	1983	464400 805760
1956	156000	1984	471200 808725
1957	168621	1985	479800 811865
1958	180510	1986	487700 814981
1959	193154	1987	491544 818209
1960	207534	1988	496254
1961	220554	1989	501213
1962	229258		

Very truly yours,

Lorraine Gregory